

**NEWS RELEASE****GLOBAL YELLOW PAGES' Q1FY2013 REVENUE INCREASES 46.9% TO S\$3.7 MILLION**

- *Contributions from strategic investments continue*
- *Seasonal first quarter net loss narrows to \$2.0 million*

Singapore, August 13, 2012 – Global Yellow Pages Limited (“GYP” or the “Group”) today posted a lower seasonal net loss of S\$2.0 million for the first quarter ended 30 June 2013 (“1QFY2013”), compared to S\$3.5 million in the corresponding quarter last year (“1QFY2012”).

Revenue for 1QFY2013 closed at S\$3.7 million, an increase of 46.9% compared to revenue of S\$2.5 million for the corresponding quarter last year; contributed mainly by call centre related services.

Total expenses increased by 1.3% to S\$7.0 million mainly due to marketing and promotion expenses incurred for SOLUTIONS business.

The Group’s cash and cash equivalents decreased by S\$1.2 million from 31 March 2012 to close at S\$6.3 million as at 30 June 2012 mainly due to repayment of borrowings, offset by collections of trade receivables during the quarter.

Trade and other receivables of S\$6.9 million as at 30 June 2012 were lower than 31 March 2012 of S\$10.9 million as a result of collections during the quarter.

Net assets of S\$186.5 million were lower by S\$2.1 million as compared with 31 March 2012 due to loss incurred for the quarter.

Mr Stanley Tan, the Group’s Chief Executive Officer said: “The Group’s revenue and income is benefitting from our strategic investments and this should continue in the future. Whilst we continue to remain focused on our core businesses, we will continuously seek strategic acquisitions to enhance our revenue stream and increase shareholder value.”

## **Business outlook**

The Group has performed better in the first quarter of FY2012/2013 as compared to the first quarter of FY2011/2012 but the changing landscape and prevailing economic uncertainties may still adversely affect the Group.

The Group continues to focus on its three core pillars of search leadership, data expertise and business solutions and to enhance revenue streams from its investments in call centre and location based services.

## **About Global Yellow Pages Limited**

Global Yellow Pages Limited (GYP) is a multi-platform solutions company focusing on up-to-date search, SME enablement and database marketing. It is also the largest publisher of directories and provider of classified directory advertising and associated products and services in Singapore. Listed on SGX-ST, the Group continues to develop and expand its suite of products and services to ensure usability and accessibility in a changing market.

In addition to its core print directories and Internet Yellow Pages, the Group includes Singapore Information Services Pte Ltd, Global ShowNearby Pte Ltd (ShowNearby), Global Digital Express Pte Ltd and eFusion Solutions Pte Ltd (eFusion). Singapore Information Services provides database marketing services; ShowNearby develops location-specific applications for mobile and web platforms; Global Digital Express produces engaging, effective websites and design tools for businesses and eFusion has proven success through its sales and voice-based solutions.

To further add value to its SME clientele, GYP widened the offerings under SOLUTIONS through joint ventures (“JV”) with software solutions providers, namely, Global Coresoft Pte Ltd to provide customer relationship management and other cloud computing solutions for SMEs, Global OneEmpower Pte Ltd to provide loyalty management and prepaid/gift card solutions, Global CyOne Pte Ltd to provide Rosetta Enterprise software, including accounting and payroll applications. GYP is also one of a select group of Microsoft Office 365 syndication partners worldwide. Microsoft Office 365 empowers small businesses with the value, power and simplicity of a set of web-enabled tools that allow access to e-mail, documents, file sharing, web conferencing, contacts and calendars from virtually anytime, anywhere, on almost any device. The new offerings are enablers for SMEs to generate customer loyalty, and further improve productivity and operational efficiency.

For further information, please visit [www.yellowpages.com.sg](http://www.yellowpages.com.sg).

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